

Personal Experience:

We have been an IBO for over 5 years now. We have been extremely happy with the opportunity. We are very glad that God has blessed us with this opportunity. We have access to great quality products and services and we also have a very good way of sharing it with others.

We are affiliated with Britt World Wide(BWW) System, which supports us with the knowledge to build and sustain the business. We attend regular meetings where we can meet other IBOs who are building their business and benefit from their experiences.

We were introduced to the business by our acquaintance from back home (India). We were given a brief overview about the business and then we were invited to a BWW Seminar where the FTC approved plan was presented by a very successful IBO who was already at a Platinum level.

There were about 150 IBOs in that meeting room. We were very excited after we got a chance to meet other IBOs from similar background as me. Our upline gave us some CDs of successful IBOs and then sent us home with the Literature pack. We listened to the cds went through the Literature Pack, after reviewing the material we called our upline to set a time to get our IBO number.

They sat down with us showed us Demos of products and introduced us to their upline in New Jersey over the phone. Their uplines who are our best friends now set a time with us to come to our place and help us with the business. They also suggested that we attend a weekend conference arranged by BWW in Richmond and we decided to go. We saw 15,000 IBOs in the coliseum and there we met with the IBOs who had reached Diamond and EDC level. We came back with a passion to build this business and have never looked back.

We have followed the same pattern to bring on new IBOs in our team. We do a brief overview and then invite them to the weekly meeting where the Plan is presented by someone who is very successful. After the plan is done we introduce the prospects to a few people from similar background as they are might be similar profession or ethnic background. Then we give them the literature pack which has the FTC approved 6 4 2 plan and some BWW CDs. We book a appointment with them within 24 to 48 hours since the information is fresh in their brain. We sit down with them show them product demos, introduce them to our upline sponsors. If they have specific questions we answer them by providing them personal experiences. We tell them to visit web sites like Better business Bureau, Compaq site for case study etc. We show them Achieve Magazine and show them pictures and stories of people who are in similar backgrounds who have achieved different levels. We also make sure we tell them this will take time and it's not a get rich quick scheme. You will have to work hard. We lend them some more cds to listen to and if they are ready we get them started as an IBO. We explain them that they have a 3 month money back guarantee if they decide not to build the business.

We sign up people with the basic signup and Product bundle pack. We give them a choice to get a BWW Starter pack (\$95) which will give them support on how to build the business. We invite them to the next seminar where they can get more information. We also suggest them to make a list of people they know and we set a time to introduce them to the Quixtar plan.

New IBOs get extremely excited when they see that they can register someone and it is possible. Our goal is to register someone for the new IBO within the first week of their signup; as that keeps their enthusiasm and excitement. We make sure we follow the same steps and teach them to follow them while signing up new people.

The requirement of a 7-day waiting period:

We think this will negatively affect our business. It is like telling a person who has decided to buy a car to wait for 7 days before actual purchase. In 7 days lot of things can change. People make decisions on emotions and then they follow it up. This is true about anything, and they are more productive when they are excited. You don't, remember what dress you wore 7 days back, do you? It is very similar to that. People will lose their excitement, enthusiasm if they had to wait for another 7 days to register someone. We have cases where we have driven with our new IBO to their relatives friends and family and after showing a home plan we have registered 2-5 people in a day. We have provided them enough information and also explained them the cancellation policy. Some cases their decision is based on the fact that their best friend or a family member

has done a thorough study and they trust them more than anything else. We do the same when we buy cars, Furniture, we make decisions about our education or classes we take we do base it on advice provided by our family, friends relatives.

The requirement to provide references:

I personally will not like someone calling me for a reference. There are so many IBOs signing up if they all keep calling each other we will spend too much time in that. I wouldn't like if somebody gives my number to a prospect. We invite the Prospects to the seminars they can meet as many people as they want there. People are independent thinkers and they can make their own decisions based on the accurate information they receive from us. I think Quixtar has a solid foundation and I don't think this rule is required at all.

Requirement to provide a "Litigation List":

I think this is ridiculous. If every college in the world and every big car company and every big furniture company in the world have to do that people will be afraid to make decisions. There might be some weirdo who didn't like some product or something why should I lose my prospect because of that.

The requirement for financial substantiation:

I am not comfortable sharing my earning statements with prospects. Showing them an average FTC approved SA4400 is good enough. Other than that we don't want to limit their minds with our income. Nobody asks their hiring manager to show their pay check before joining the company. They know ballpark amount they can earn.